



JERRY CARNAHAN

**BOARD DIRECTOR / OPERATING OFFICER
INSURANCE & FINANCIAL SERVICES**

During his 33+ year career with **Farmers Group, Inc.**, part of **Zurich Insurance Services**, Jerry most recently served as *President & CEO* of **Farmers New World Life**, a leading US based life insurance product provider and a part of the Zurich group, where he directed all aspects of the P&L through product development, sales, distribution, operation/platform finance and public relations. He has been a member of the Board of Directors at **Farmers Group Corporate**, and also served as *Chairman of the Board* of **Farmers Financial Solutions**.

In his previous operational role, Jerry was *EVP Field Operations* where he headed field operations and execution of corporate strategy through direct staff of 14,500 agents and over 1000 field leaders, with annual gross written premium of \$15 billion. Managing 1000+ employees with \$1 billion in revenue, he directed all field execution of corporate strategy, as well as business unit growth and profitability strategies. He led the field team through a time of deep recession in the US economy, where in contrast to drastically rising national unemployment rates, average agent productivity increased over 30%, and I&P and career retention increased 13%.

Prior to this, he was *EVP & Chief Marketing Officer* where, with up to a 1000 staff, he led all marketing, sales, and training of 15,000+ exclusive distribution agents. He directed field execution of corporate strategy, as well as growth strategies including Farmers Financial Solutions broker/dealer, emerging markets and affinity markets, and played a key role in the acquisition of Foremost, Bristol West and 21st Century to fill holes in existing product line. Earlier positions included *SVP & Chief Marketing Officer*, *SVP and Zone Officer* and *SVP and Chief Marketing Officer*.

He first joined Farmers as a claims adjuster, and progressed rapidly through the claims department, being appointed Branch Claims Manager in Utah in 1983. In then joined Marketing as the Division Agency Manager for Utah, and was subsequently promoted to Regional Agency Manager of the Phoenix office. He later returned to Claims as a Regional Claims Manager in Phoenix, then became Regional Marketing Manager for the Columbus office. In 1996, he was appointed Assistant Vice President, serving as Farmers' first State Executive Director for Nevada.

Prior to joining Farmers, Jerry owned and operated an auto body repair business, and provided Presidential security as a member of the United States Secret Service under President Jimmy Carter. His law enforcement involvement continued as a reserve deputy sheriff and member of the Weber County, Utah sheriff's search and rescue team.

Jerry received B.S., Management from the University of Phoenix, and is a Graduate, Federal Law Enforcement Training Center, Glenco, Georgia. He has earned his Chartered Life Underwriter (CLU) and Graduate Claims Administration (GCA) designations.

Jerry currently serves on the Board of the California Chamber of Commerce; Chairman of the California Business Round Table.